

New Marketing Model

Ideal coverage for Buyers and Sellers

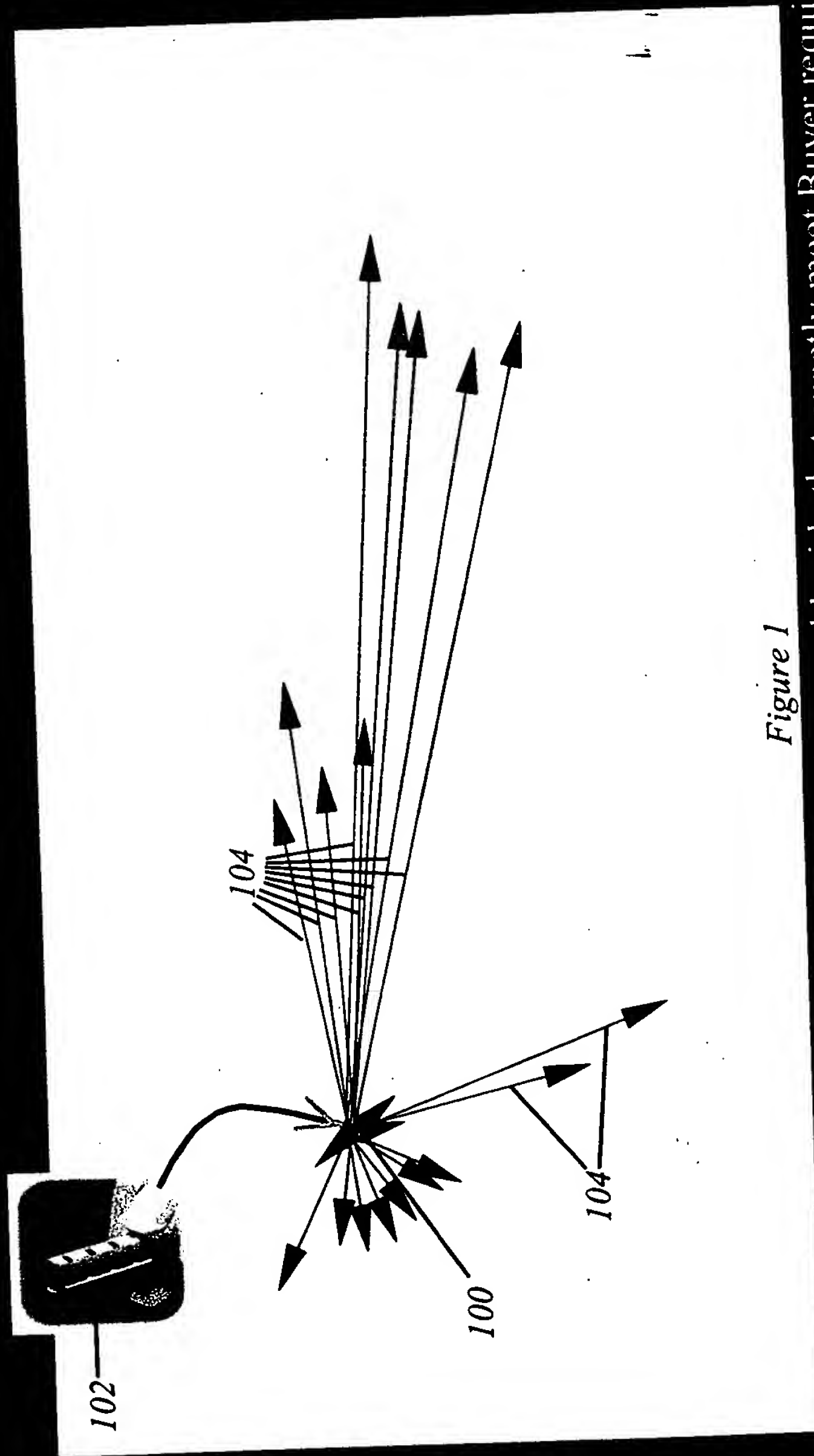


Figure 1

RFQsolutions provides immediate access to all Sellers world wide that exactly meet Buyer requirements and have specific capability to produce the components specified in the Request For Quote (RFQ). The Buyer simply enters the RFQ and the RFQsolutions System does the rest. The system makes the RFQ available to all members who meet the criteria and have the necessary capability. Members have the option of having RFQsolutions email "Notice of New RFQ".

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Ideal coverage for Buyers and Sellers

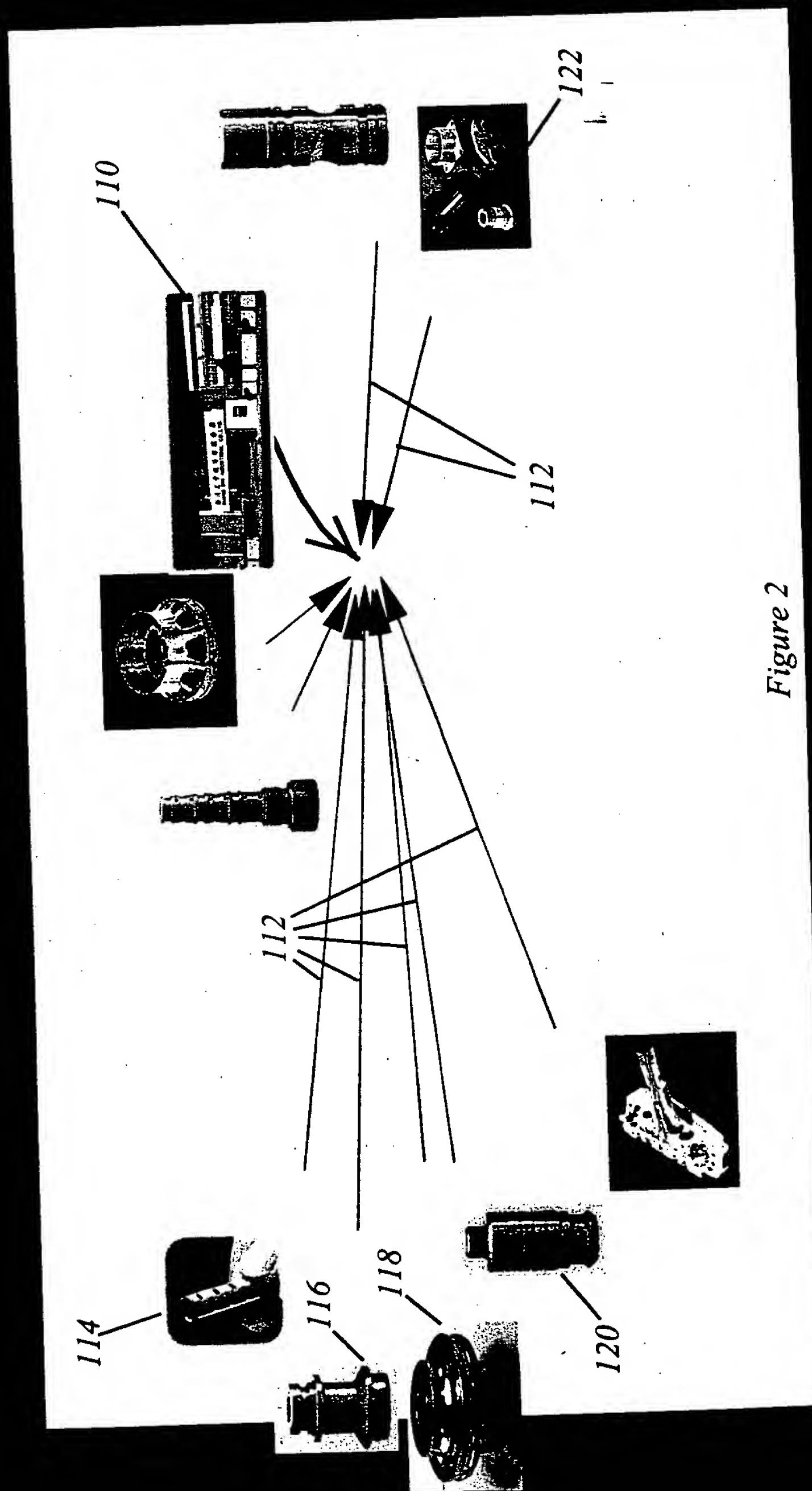


Figure 2

Two clicks into the RFQsolutions Web site Sellers (Suppliers) can display "View Open RFQs. A display all RFQs are listed. The RFQsolutions System has predetermined that the Seller meets all criteria of the Buyers, the Seller has the necessary capability and the Buyers meet all requirements of the Seller

Unique Community Identifier

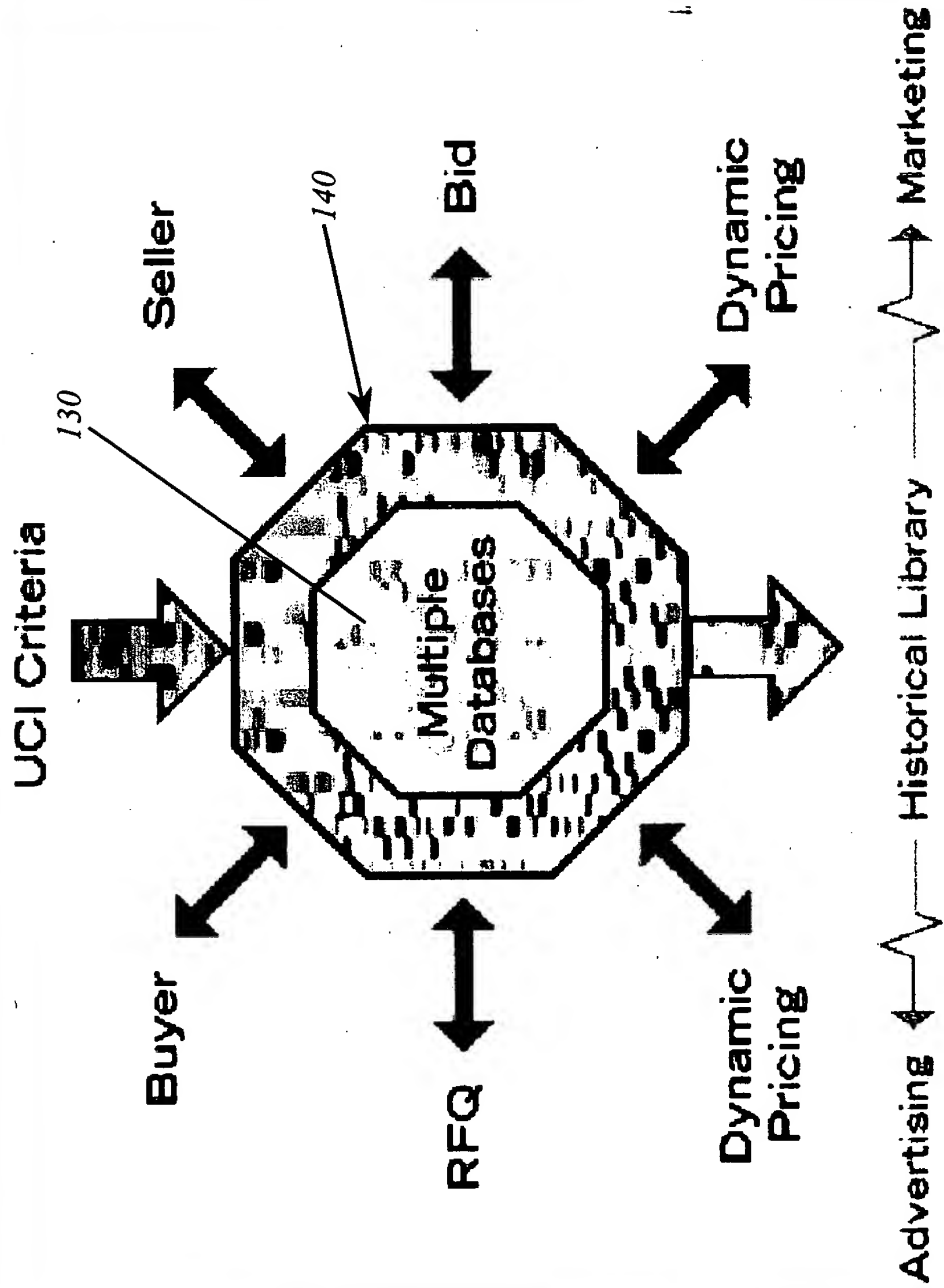


Figure 3

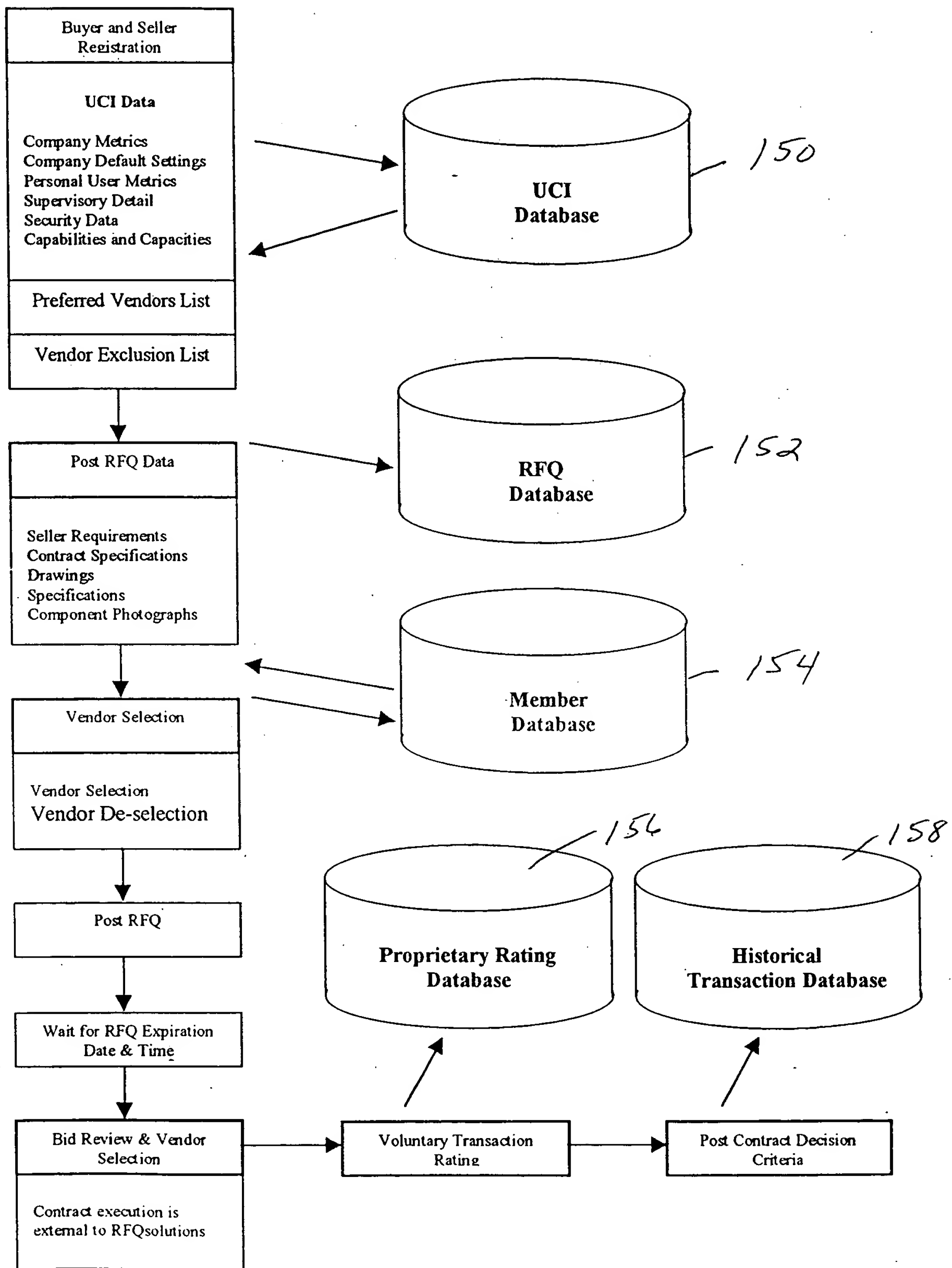


FIGURE 4a

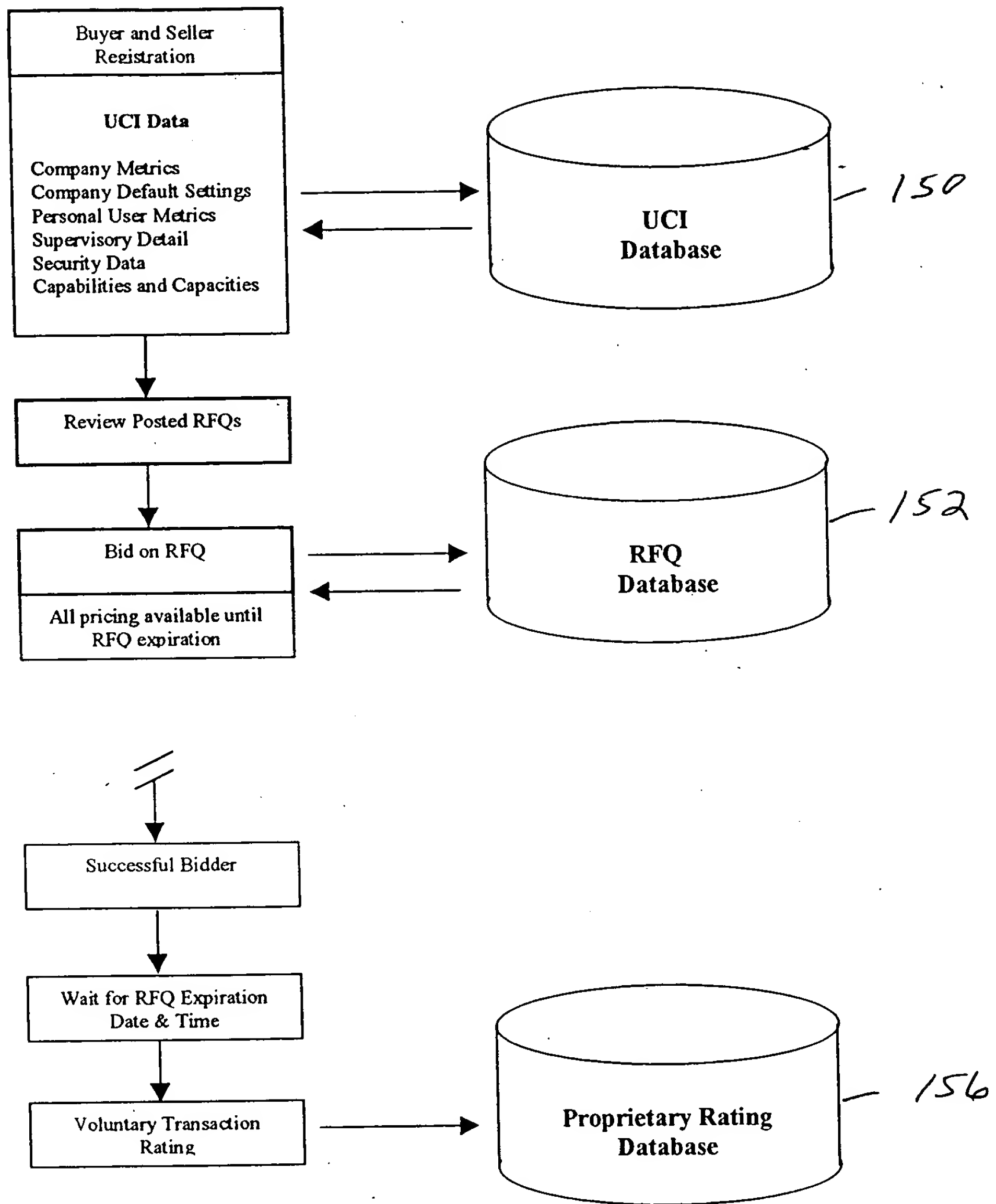


FIGURE 4b

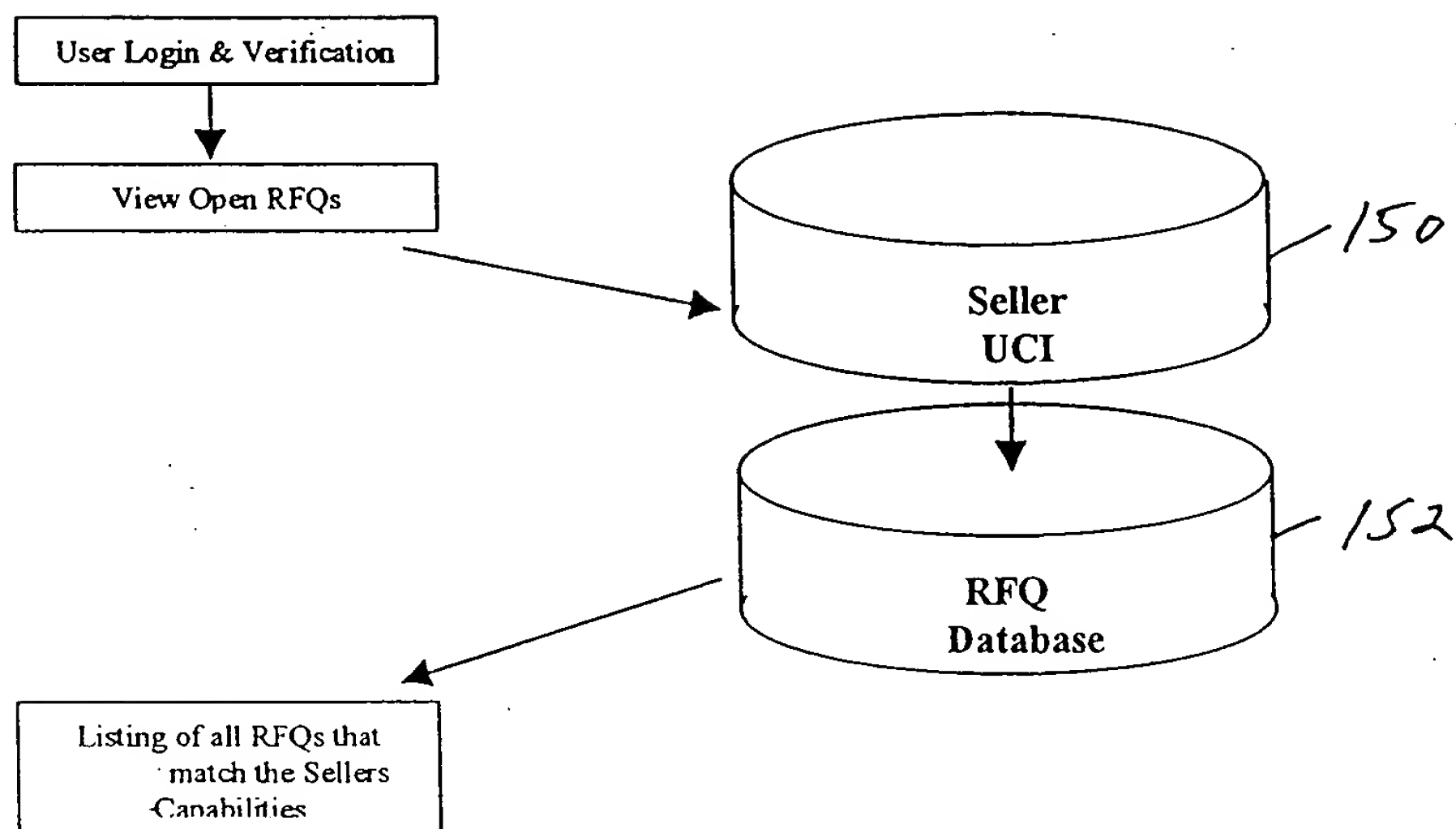


FIGURE 5

UCI - Company Metrics - General
Name & Address
Web site URL
Contact Information; Key Individuals, Phone, Fax
Email Addresses; Sales, Marketing, Engineering, Purchasing
Financial Data; Bank, Annual Sales
Dunn & Bradstreet Number
Founding Date - Years in Business
Facility Size
Number of Employees
Unique Company Status (United States Only); Minority Owned Enterprise, Woman Owned Enterprise, Disadvantaged, Veteran Owned, Disabled Veteran Owned, Vietnam Veteran Owned
Industries Served
Geographic Area Served
Languages Spoken
Business References
Quality Systems Employed
Engineering Systems
Manufacturing Systems and Methods Employed
Production Service Categories Available
Process Capabilities and Capacities
Product Descriptors; products manufactured or services performed at this location
Company Awards & Certificates
Recent Press Releases and Articles

FIGURE 6

Edit Company Profile Data

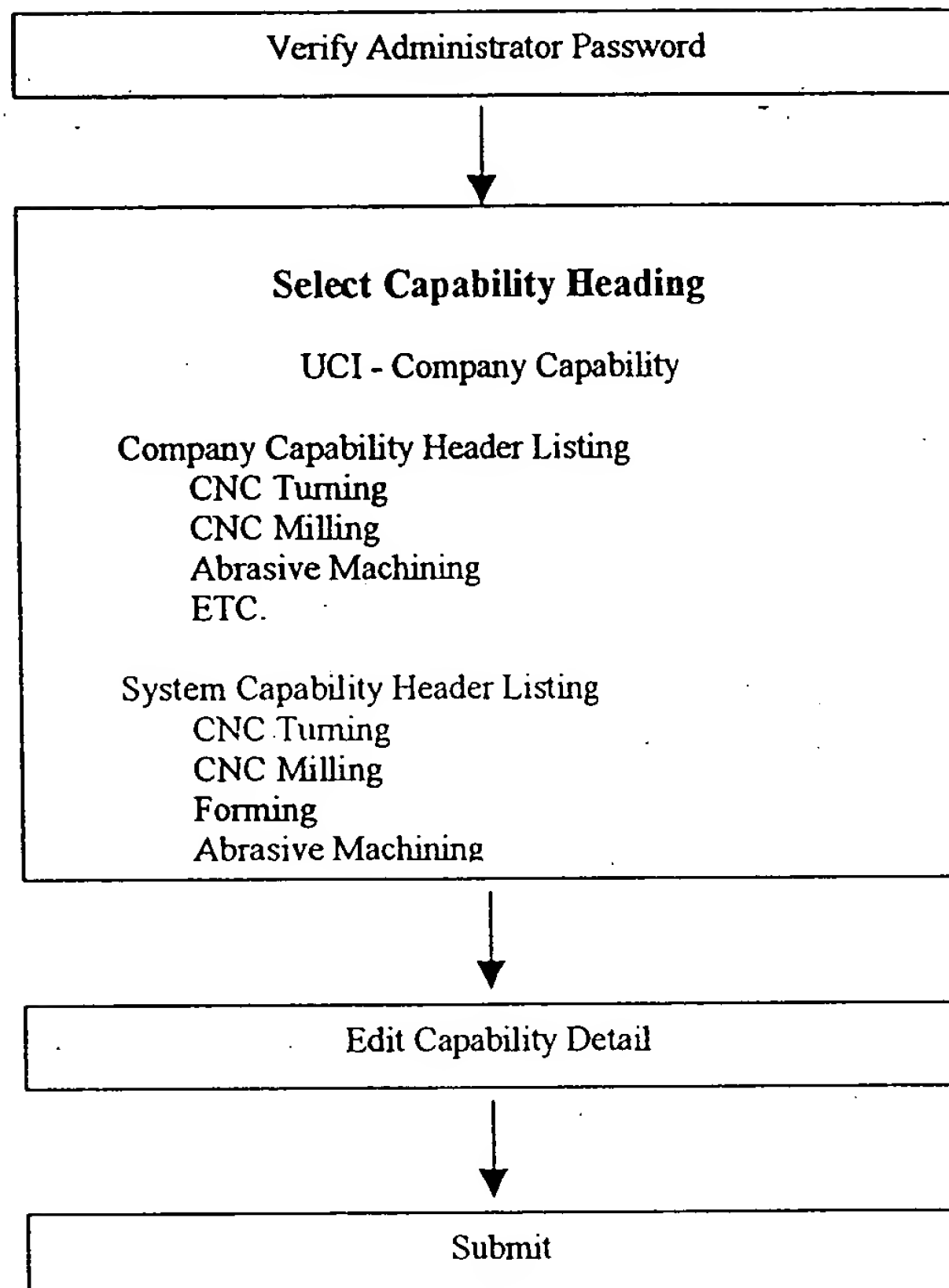


FIGURE 7

UCI - Company Default Settings
Buyer Company Default Options for Seller Qualifications
Years in Business
Minimum Facility Size
Minimum Number of Employees
Geographic Area
Languages Spoken
Quality Systems Employed
Engineering Systems
Manufacturing Systems and Methods Employed
Unique Company Status (United States Only); Minority Owned Enterprise, Woman Owned Enterprise, Disadvantaged, Veteran Owned, Disabled Veteran Owned, Vietnam Veteran Owned
Production Service Categories Available
Minimum Seller Quality Rating; Quality, Delivery, Price
Seller Company Default Options for Buyer Qualifications
Years in Business
Geographic Area
Languages Spoken
Minimum Buyer Quality Rating; Payment Rating
Buyer Company "Best Value" Criteria
Buyer Company Basic Purchase Criteria
Company Vendor Lists
Preferred Vendor
Excluded Vendors

FIGURE 8

UCI - Company Default Settings - Supplier Selection - Preferred Vendor List
Member ID
Develop Preferred Vendor Lists
Identify Lists by name, products, services, etc.
Add Preferred Vendors for each list
Preferred Vendor Data
Preferred Vendor - RFQsolutions Identification Number
Company Name
Products

FIGURE 9

UCI - Company Default Settings - Supplier Selection - Exclude Vendors by List
Member ID
Develop Exclude Vendor Lists
Identify Lists by name, products, services, etc.
Add Exclude Vendors for each list
Exclude Vendor Data
Exclude Vendor - RFQsolutions Identification Number
Company Name
Products

FIGURE 10a

UCI - Company Default Settings - Supplier Selection - Exclude Vendors Totally
Member ID
Develop Exclude Vendor List
Exclude Vendor Data
Exclude Vendor - RFQsolutions Identification Number
Company Name

FIGURE 10b

UCI - Personal User Metrics - General
Buyer Default Options for Seller Qualifications
Years in Business
Minimum Facility Size
Minimum Number of Employees
Unique Company Status; Minority Owned Enterprise, Woman Owned Enterprise, Disadvantaged, Veteran Owned, Disabled Veteran Owned, Vietnam Veteran Owned
Geographic Area
Languages Spoken
Quality Systems Employed
Engineering Systems
Manufacturing Systems and Methods Employed
Product Descriptors; products or services performed at this location
Minimum Seller Quality Rating; Quality, Delivery, Price
Seller Default Options for Buyer Qualifications
Years in Business
Geographic Area
Languages Spoken
Minimum Buyer Quality Rating; Payment Rating
Buyer "Best Value" Criteria
Buyer Basic Purchase Criteria
Vendor Lists
Preferred Vendor
Excluded Vendors
Member Usage Options
Email Advisor for New Work
Email Advisor for receipt of a Lower Bid
Turn off Targeted Marketing (Banners) - Permission Advertising
Turn off Help "Mouse Overs"

FIGURE 11

UCI - Personal User Metrics - New Member Training
Individual Member ID
Individual Registration Date
Training Completed
Training Revision
Training Modules, Viewed a,b,c,d,e,f,g,h,I,j,k,l,m,n,o,p,q,r,s,t,u,v,w,x,y,z
Training Modules, Date Viewed a,b,c,d,e,f,g,h,I,j,k,l,m,n,o,p,q,r,s,t,u,v,w,x,y,z

FIGURE 12

UCI - Personal User Metrics - New Member Testing
Individual Member ID
Individual Registration Date
Testing Completed
Test Revision
Test Modules, Completed a,b,c,d,e,f,g,h,I,j,k,l,m,n,o,p,q,r,s,t,u,v,w,x,y,z
Test Modules, Date Completed a,b,c,d,e,f,g,h,I,j,k,l,m,n,o,p,q,r,s,t,u,v,w,x,y,z

FIGURE 13

UCI - Personal User Metrics - Proprietary Rating System - Buyer
Rating ID (automatic)
Member ID (Buyer)
Transaction ID
Rater Member ID (Seller)
Rating Date (automatic)
Proprietary Rating System - Buyer
Timely Pay: a - Fast Pay, b - Per Terms, c - Slow Pay
Quality of Interaction; a - Professional, b - Normal, c - Troublesome

FIGURE 14

UCI - Personal User Metrics - Proprietary Rating System - Seller
Rating ID (automatic)
Member ID (Seller)
Transaction ID
Rater Member ID (Buyer)
Rating Date (automatic)
Proprietary Rating System - Seller
Quality Rating; 10 - Best, 1 - Worst
Delivery Rating; 10 - Best, 1 - Worst
Price Rating; 10 - Best, 1 - Worst
Quality of Interaction; a - Professional, b - Normal, c - Troublesome

FIGURE 15

UCI - Personal User Metrics - Proprietary Rating System - Buyer
Individual Member ID
Member ID (Buyer Company)
Proprietary Rating System - Seller
Quality Rating Percent
Delivery Rating Percent
Price Rating Percent
Quality of Interaction Percent

FIGURE 16

UCI - Personal User Metrics - Supplier Selection - Preferred Vendor List Name
Individual Member ID
Member ID (Buyer Company)
Preferred List ID
List a - List Name

FIGURE 17a

UCI - Personal User Metrics - Supplier Selection - Preferred Vendor List
Individual Member ID
Member ID (Buyer Company)
Preferred List ID
List a - Member ID (Vendor)

FIGURE 17b

UCI - Personal User Metrics - Supplier Selection - Exclude Vendors
Individual Member ID
Member ID (Buyer Company)
Exclude List ID
List Member ID (Vendor)

FIGURE 18

UCI - Personal User Metrics - Buyer Basic Purchase Criteria
Individual Member ID
Member ID
Ship to Address
Bill to Address, Contact
Terms of Payment, method
Insure Shipment, amount
Carrier
First Delivery ARO, 6 weeks

FIGURE 19

UCI - Personal User Metrics - Member Usage Options
Individual Member ID
Member ID
Email Advisor for New Work
Email Advisor for receipt of a Lower Bid
Turn off Targeted Marketing (Banners) - Permission Advertising
Turn off Help "Mouse Overs"

FIGURE 20

UCI - Personal User Metrics - Buyer Default Options for Seller Qualifications
Individual Member ID
Member ID
Years in Business
Minimum Facility Size
Minimum Number of Employees
Unique Company Status; Minority Owned Enterprise, Woman Owned Enterprise, Disadvantaged, Veteran Owned, Disabled Veteran Owned, Vietnam Veteran Owned
Geographic Area
Languages Spoken
Quality Systems Employed
Engineering Systems
Manufacturing Systems and Methods Employed
Product Descriptors; products or services performed at this location
Minimum Seller Quality Rating; Quality, Delivery, Price

FIGURE 21

UCI - Personal User Metrics - Seller Default Options for Buyer Qualifications
Individual Member ID
Member ID
Years in Business
Geographic Area
Languages Spoken
Minimum Buyer Quality Rating; Payment Rating

FIGURE 22

UCI - Personal User Metrics - Don't Show Feature
Individual Member ID
Member ID
Don't Show RFQ ID
RFQ ID Expiration Date

FIGURE 23

UCI - Supervisory Detail
Member ID
Supervisor (Individual Member ID)
Subordinate (Individual Member ID)

FIGURE 24

UCI - Security Data, Individual
Member ID
Individual Member ID
User Name
Password

FIGURE 25a

UCI - Security Data, Company Administrator
Member ID
Company Administrator (Individual Member ID)
Administrator Password

FIGURE 25b

Edit User Profile Data

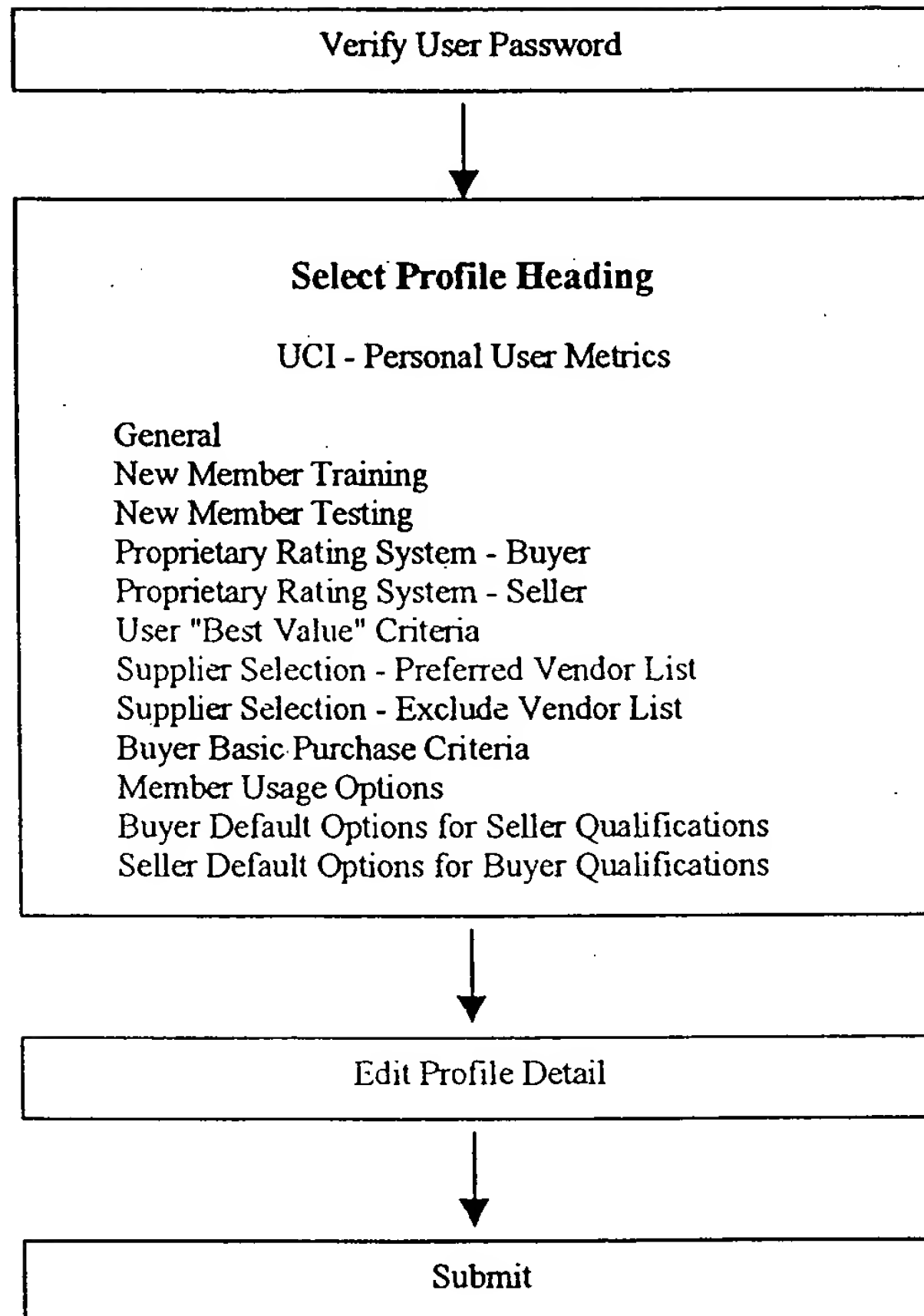


FIGURE 26

Edit Company Profile Data

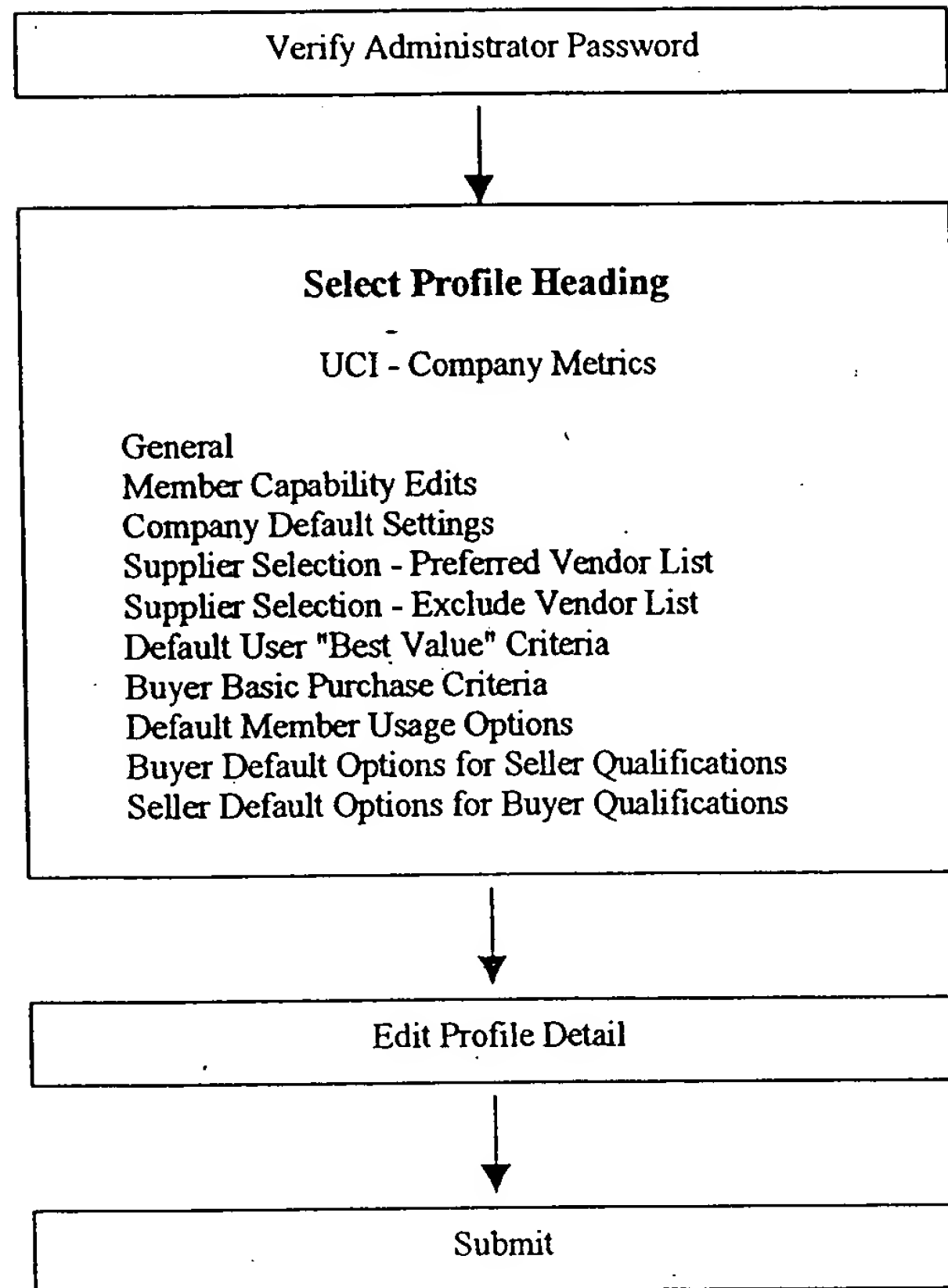


FIGURE 27

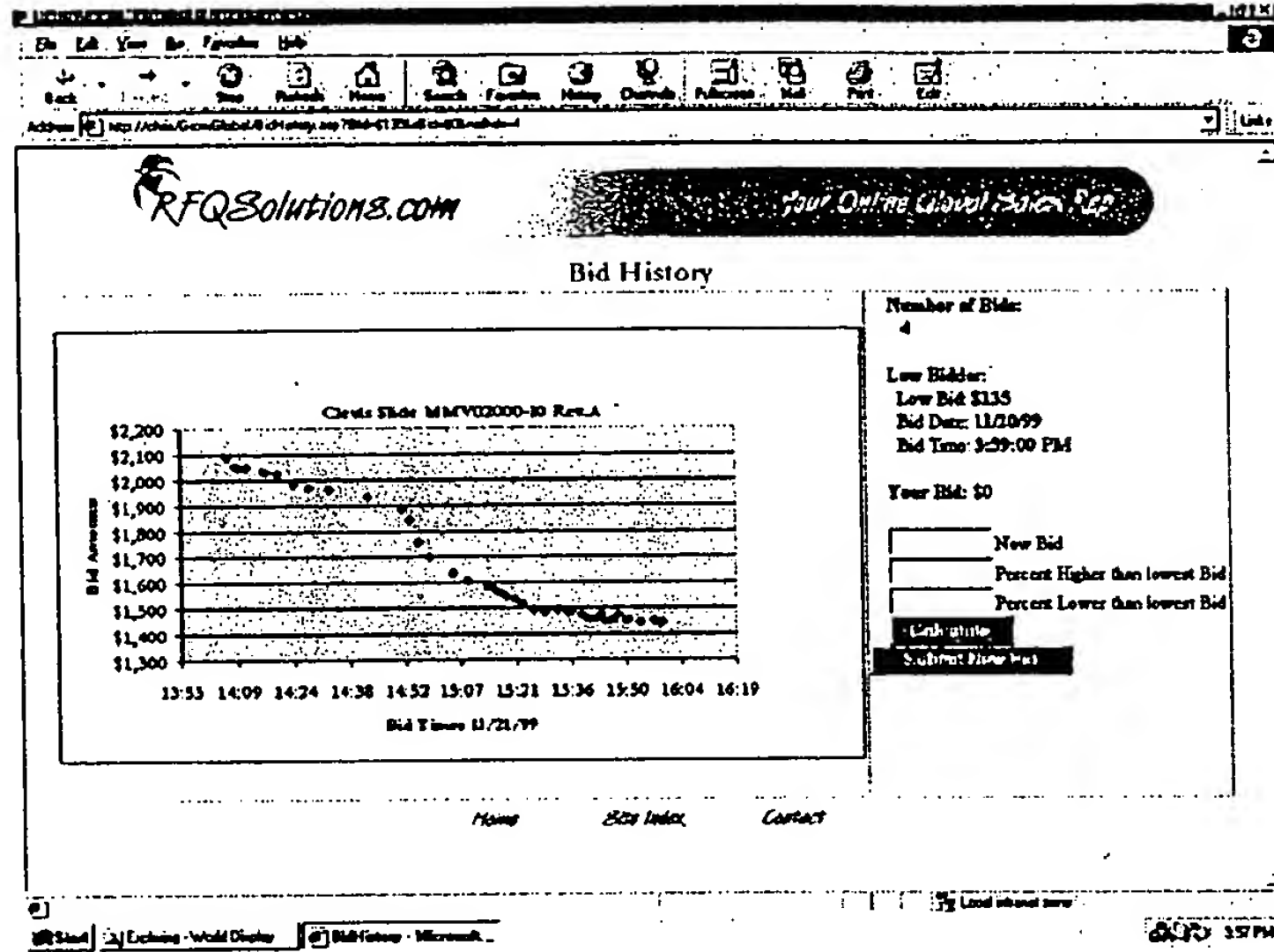


FIGURE 28

Bid Date	Bid Time	Bidder Name	Bid Amount	Bidder Country	Bid Amount Difference
11/20/99	3:59:00 PM	ATL Products	\$1,437	USA	0%
11/20/99	3:54:00 PM	Pace Industries de Mexico S.A. de C.V.	\$1,442	Mexico	0.36%
11/20/99	4:00:00 PM	Han Len International Corp	\$1,442	Taiwan	0.36%
11/20/99	3:57:30 PM	Jen Jyue Precision Machine Co., Ltd	\$1,448	Taiwan	0.79%
11/20/99	3:44:30 PM	Jen Jyue Precision Machine Co., Ltd	\$1,450	Taiwan	0.93%
11/20/99	3:50:00 PM	ATL Products	\$1,450	USA	0.93%
11/20/99	3:51:00 PM	Han Len International Corp	\$1,452	Taiwan	1.07%
11/20/99	3:46:00 PM	Pace Industries de Mexico S.A. de C.V.	\$1,454	Mexico	1.21%
11/20/99	3:40:30 PM	Han Len International Corp	\$1,456	Taiwan	1.35%
11/20/99	3:42:00 PM	ATL Products	\$1,458	USA	1.50%
11/20/99	3:47:00 PM	Han Len International Corp	\$1,458	Taiwan	1.50%
11/20/99	3:39:30 PM	Pace Industries de Mexico S.A. de C.V.	\$1,462	Mexico	1.78%
11/20/99	3:38:30 PM	ATL Products	\$1,470	USA	2.35%
11/20/99	3:48:00 PM	Torng Jye Industrial Corp	\$1,472	Taiwan	2.49%
11/20/99	3:43:30 PM	Torng Jye Industrial Corp	\$1,474	Taiwan	2.63%
11/20/99	3:34:30 PM	Jen Jyue Precision Machine Co., Ltd	\$1,480	Taiwan	3.05%
11/20/99	3:29:00 PM	Jen Jyue Precision Machine Co., Ltd	\$1,482	Taiwan	3.20%
11/20/99	3:36:00 PM	Han Len International Corp	\$1,485	Taiwan	3.34%

FIGURE 29

Proprietary Rating System - Rating Seller

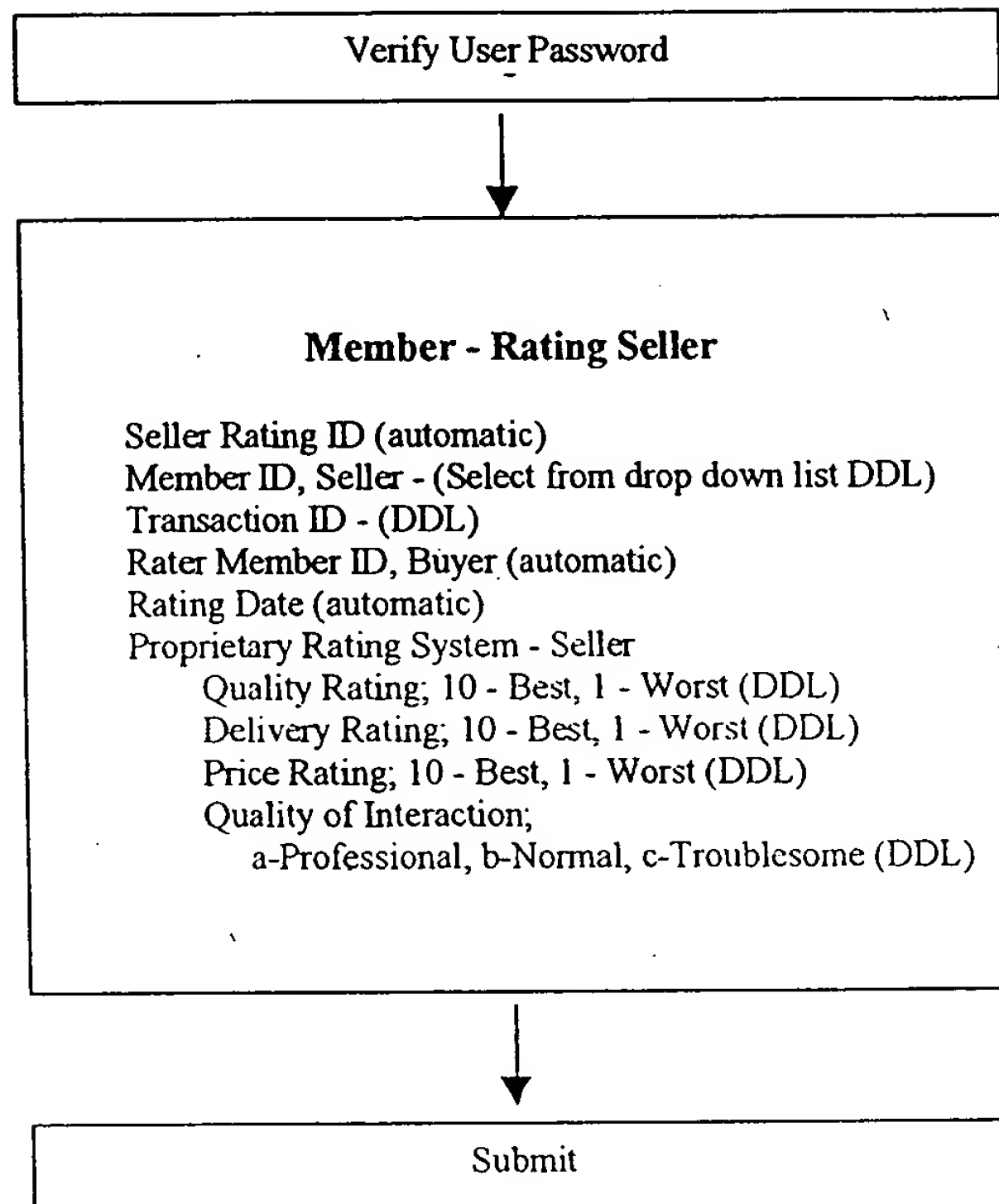


FIGURE 30

Proprietary Rating System - Rating Seller

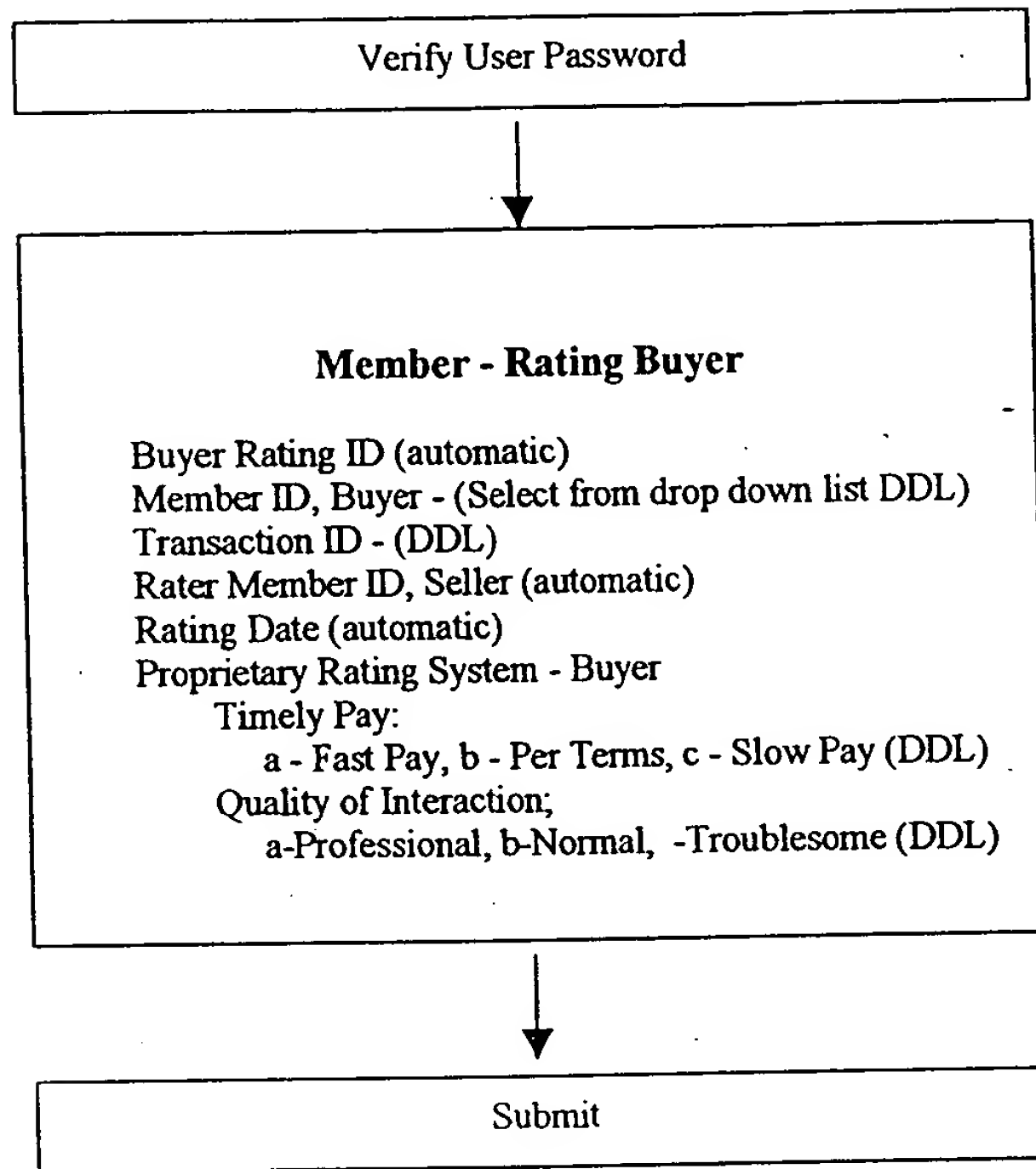


FIGURE 31

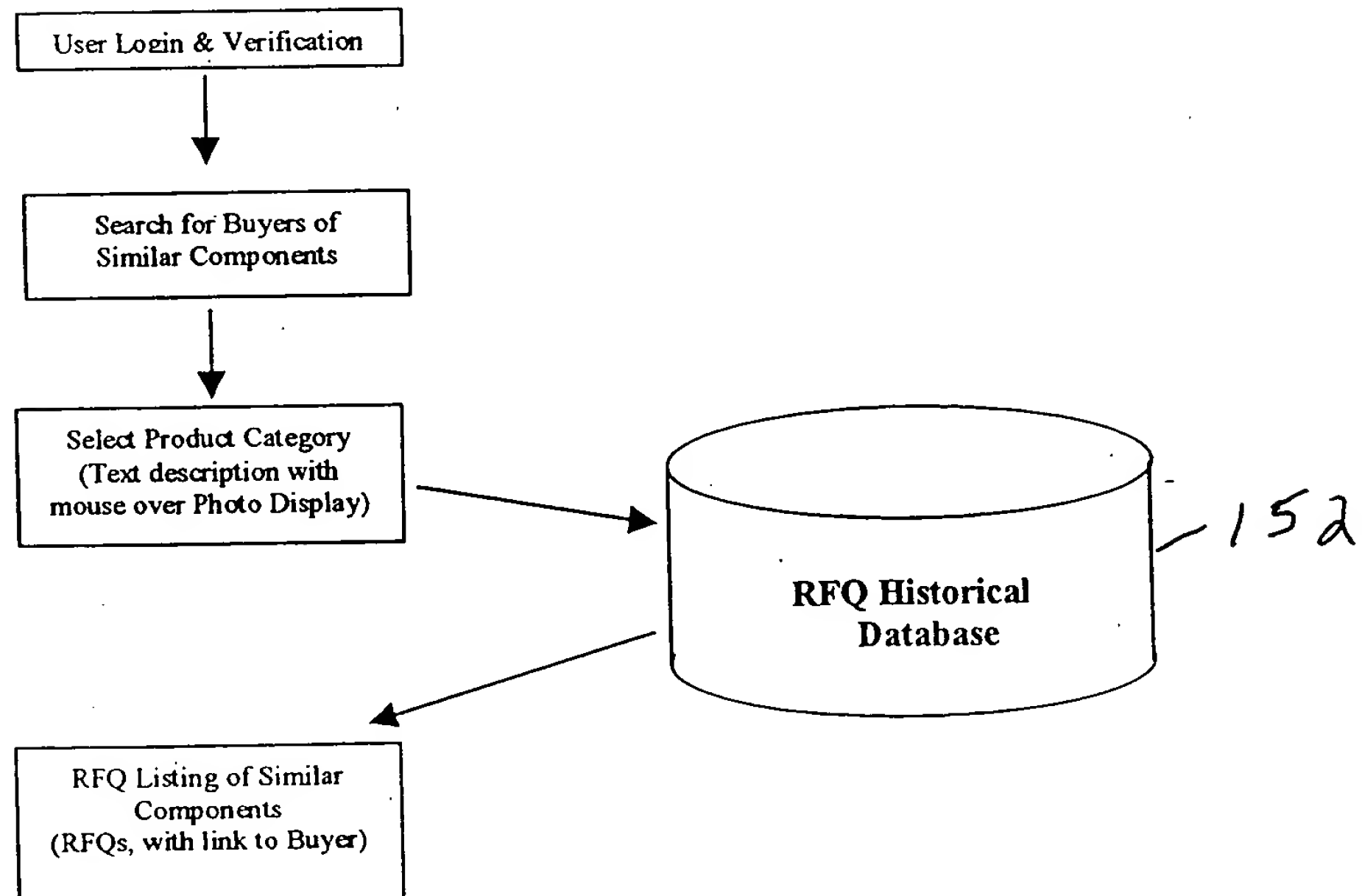


FIGURE 32

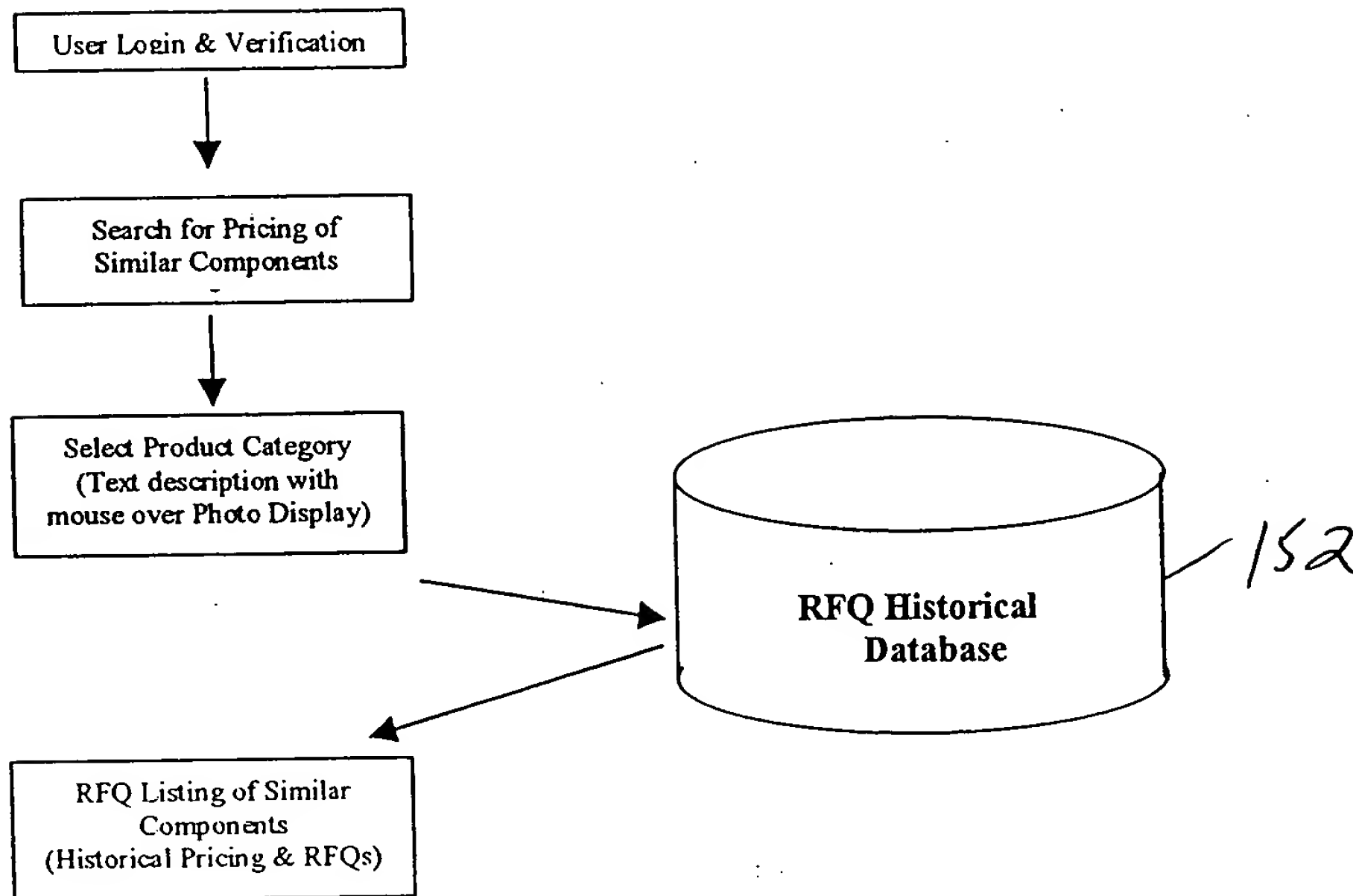


FIGURE 33

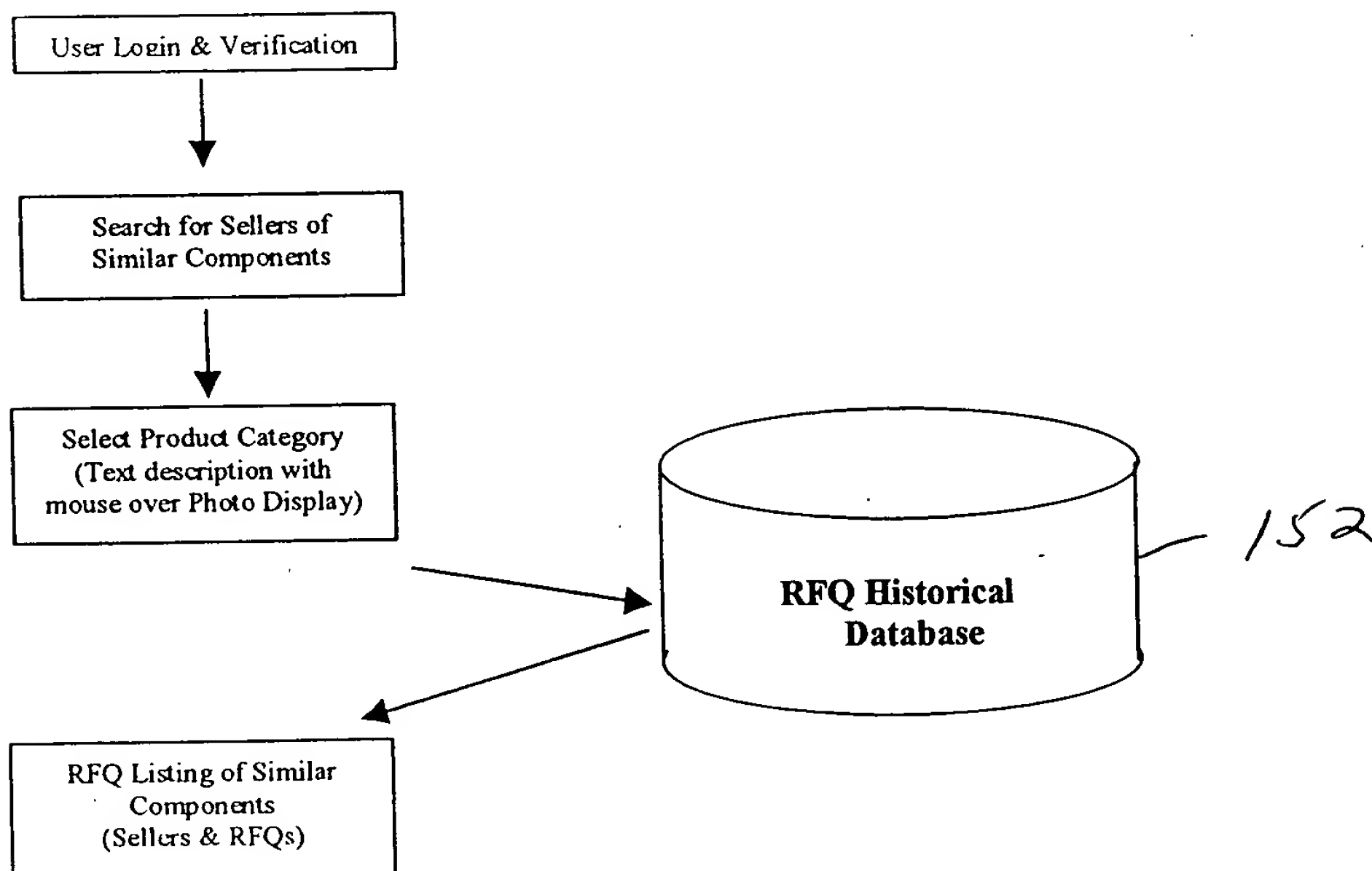


FIGURE 34

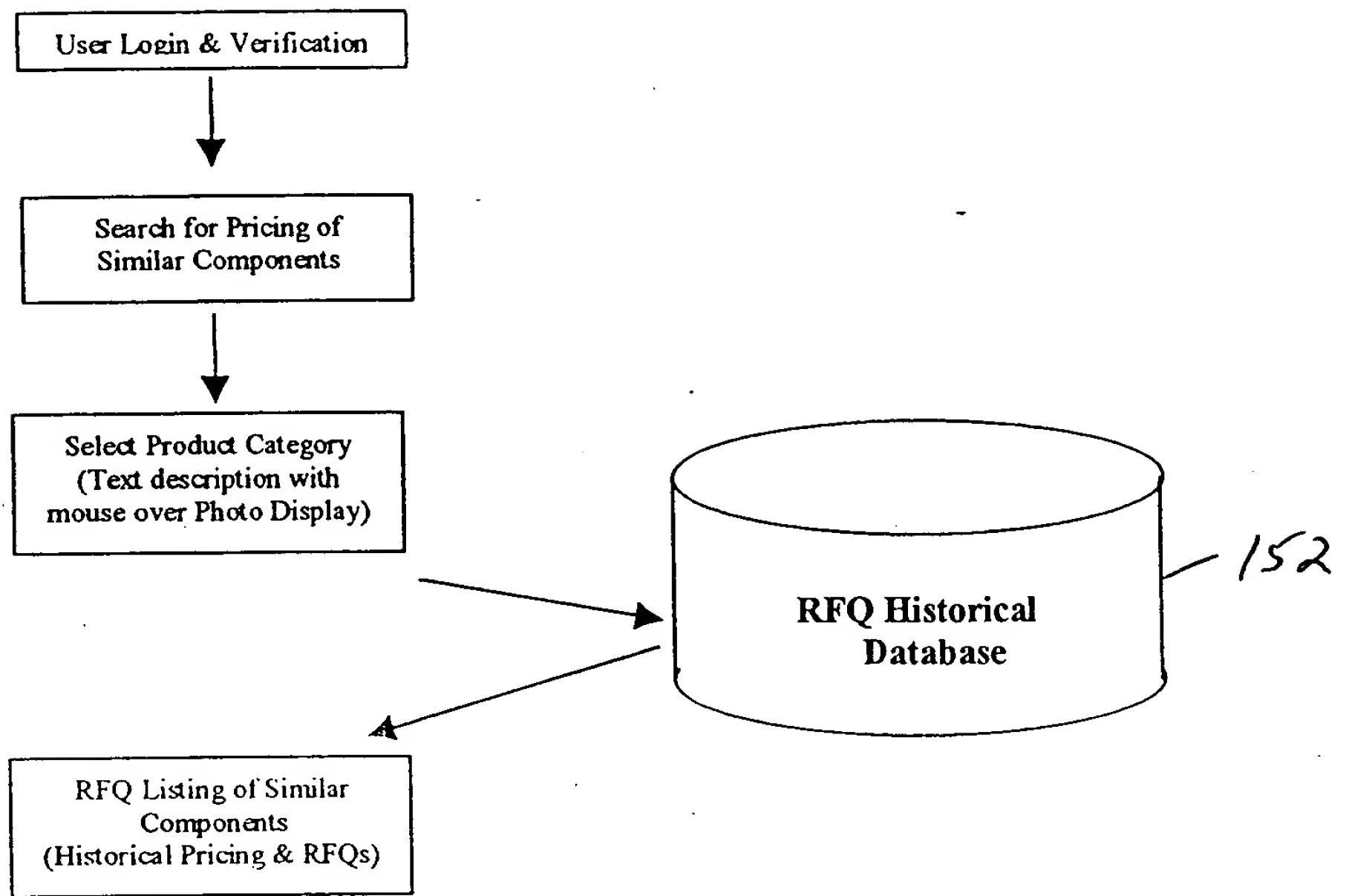


FIGURE 35

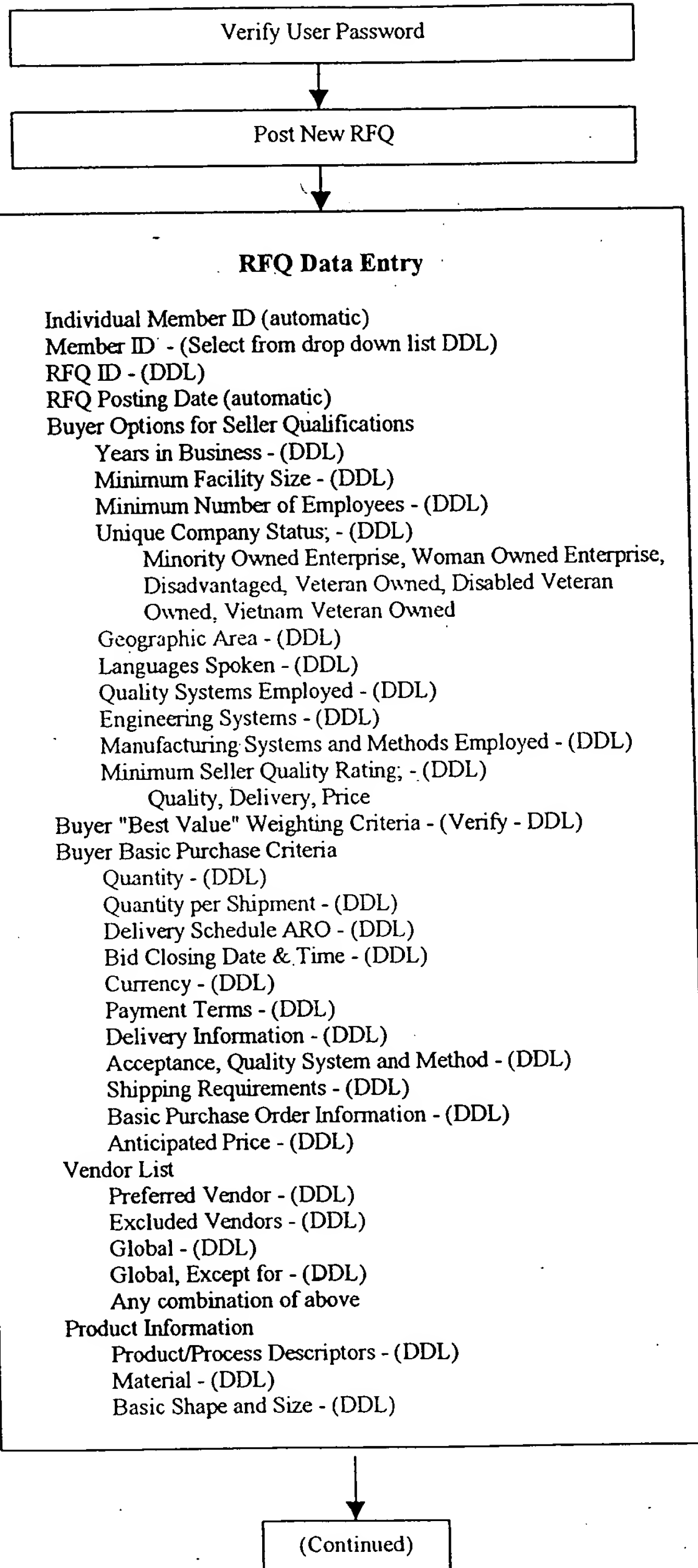


FIGURE 36a

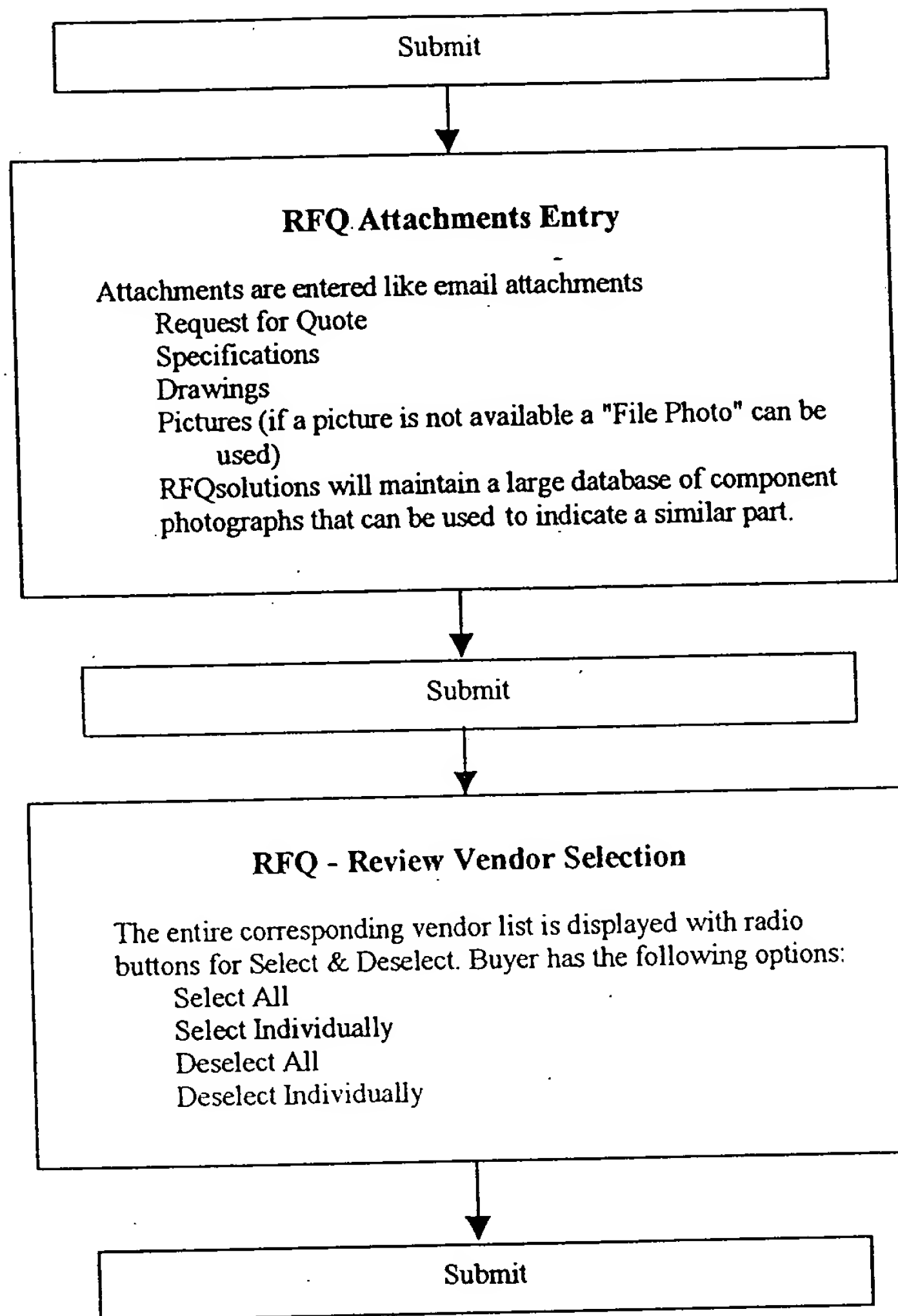


FIGURE 36b

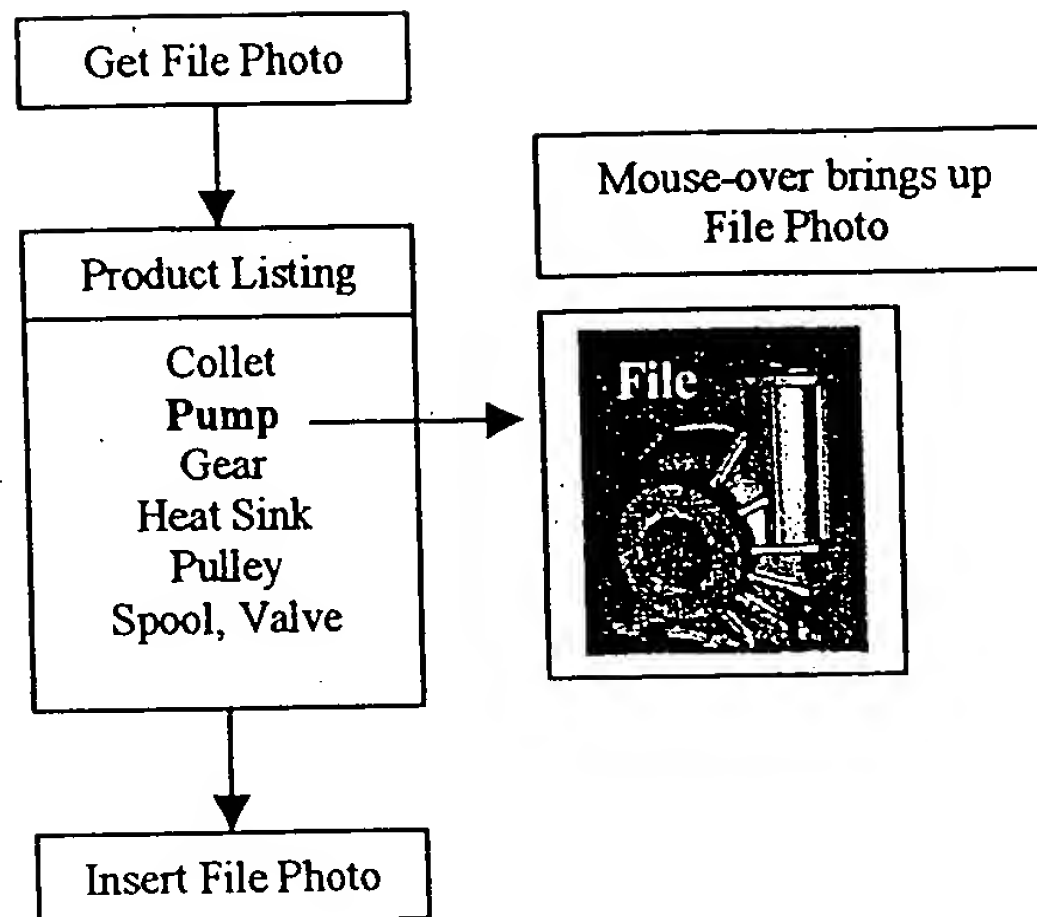


FIGURE 37

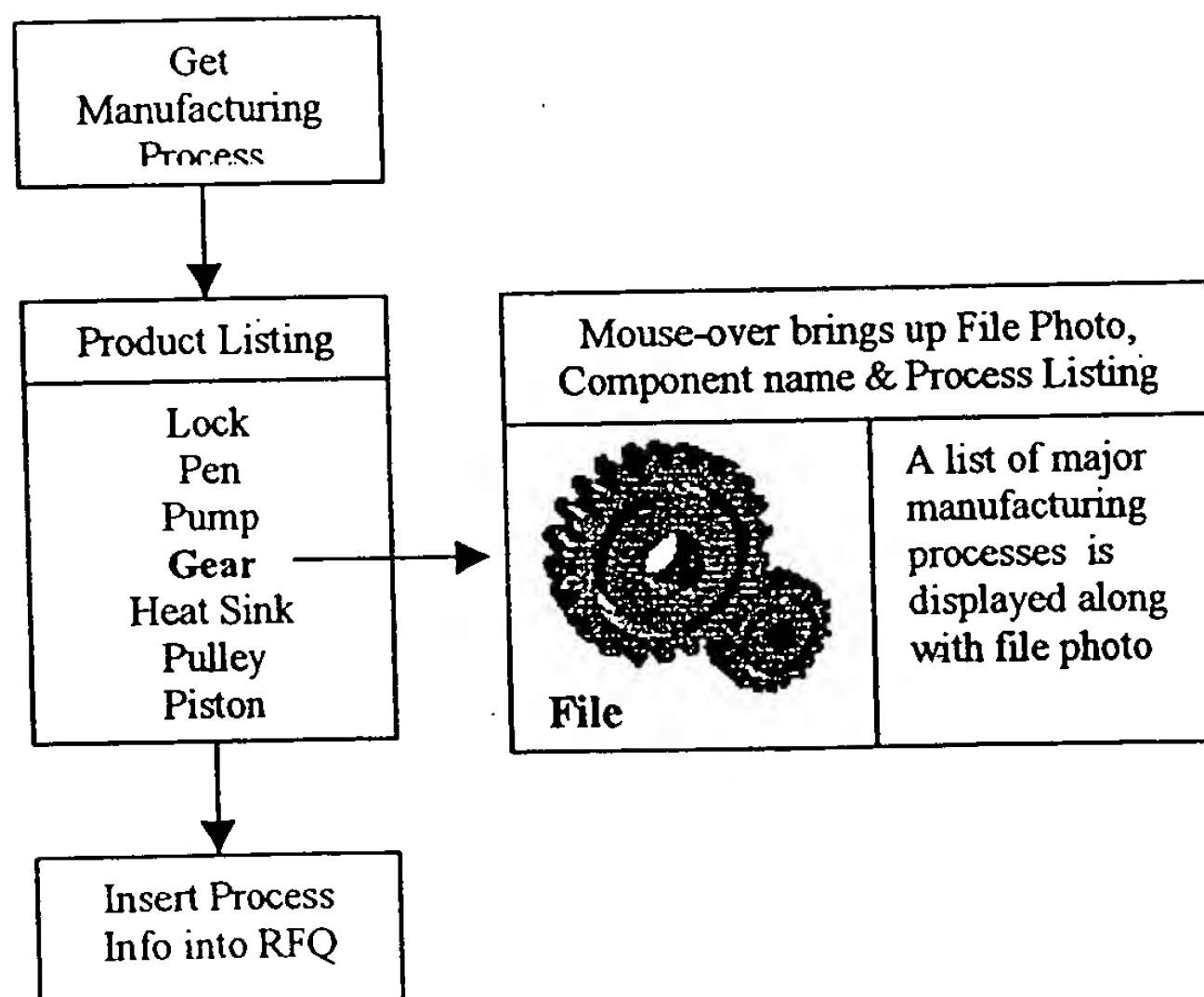


FIGURE 38

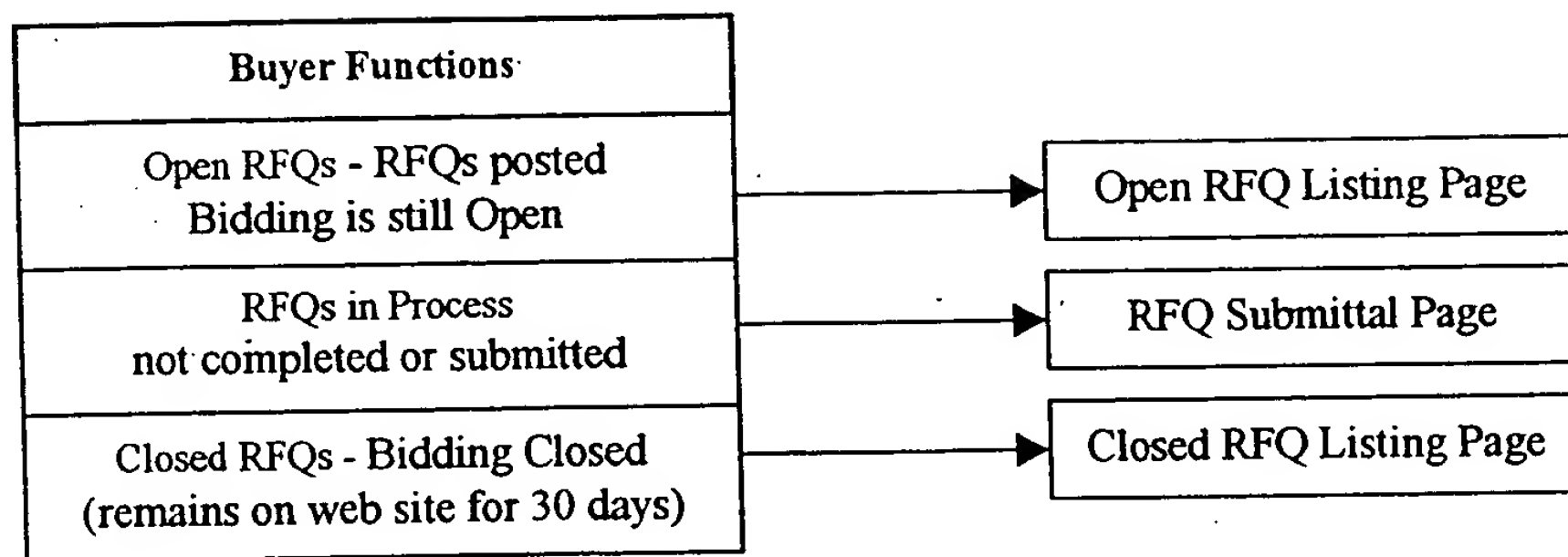


FIGURE 39

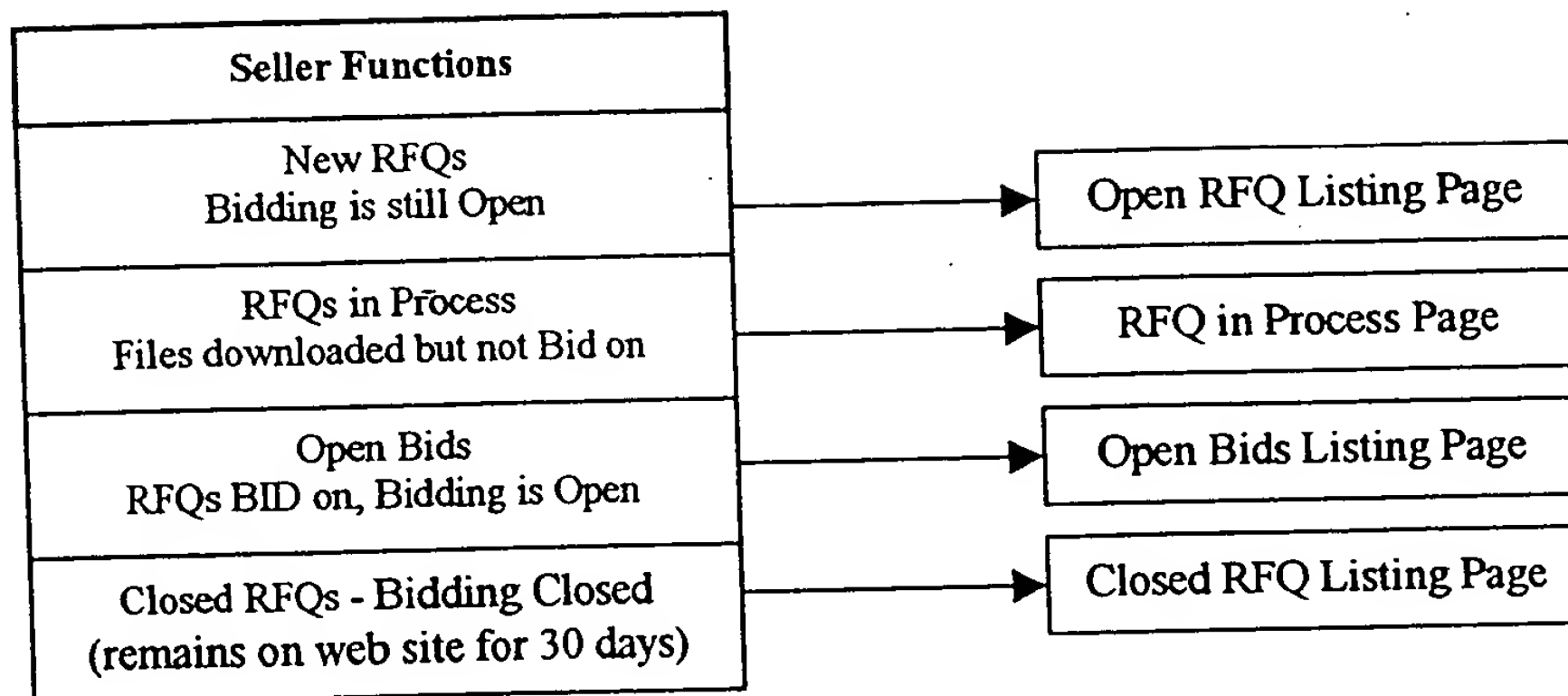


FIGURE 40

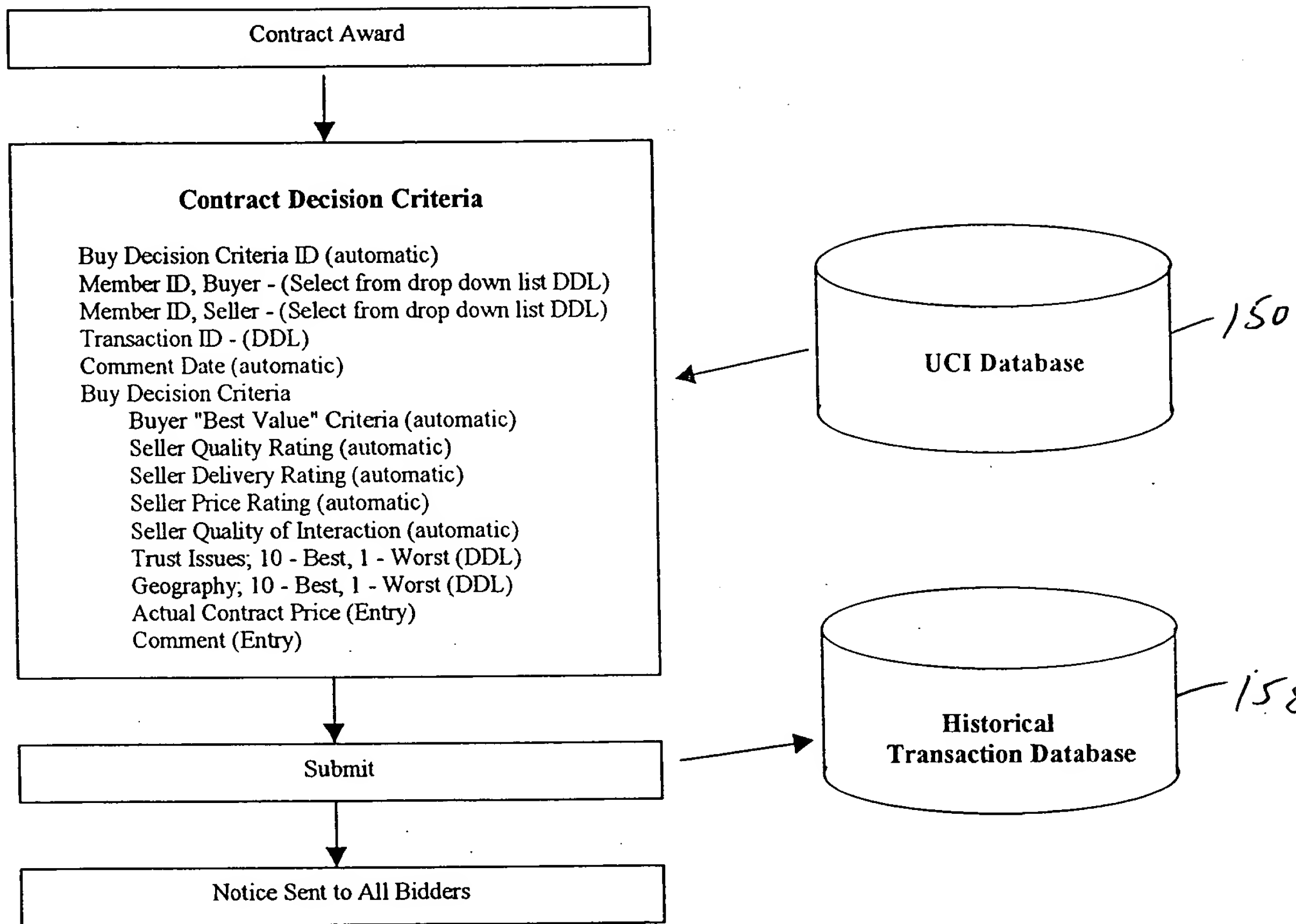


FIGURE 42

Building Trust Relationships	
RFQsolutions - Member Profile Photographs Facility Equipment Product Management Team Quality of the Management Team Financial stability Length of time in business Size of business measured in annual sales, number of employees, and size of facility Quality systems in place and Quality Ratings Production methods in use Age and type of equipment Overall appearance of facility Business references	Member Web Site (Mandatory Information) Photographs Facility Equipment Product Management Team Quality of the Management Team Overall appearance of facility Business references
	Independent Third Party Ratings Dunn & Bradstreet Better Business RFQsolutions' Members

FIGURE 43

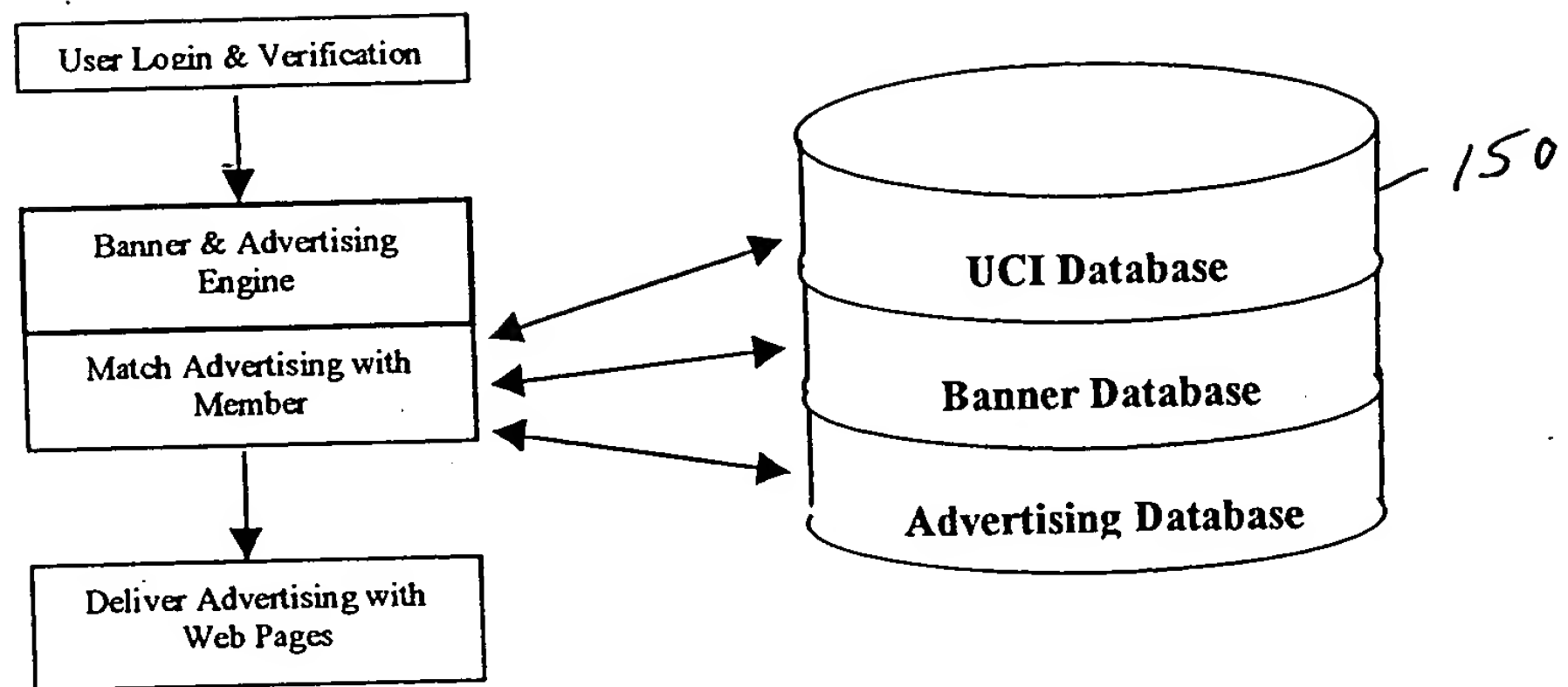


FIGURE 44

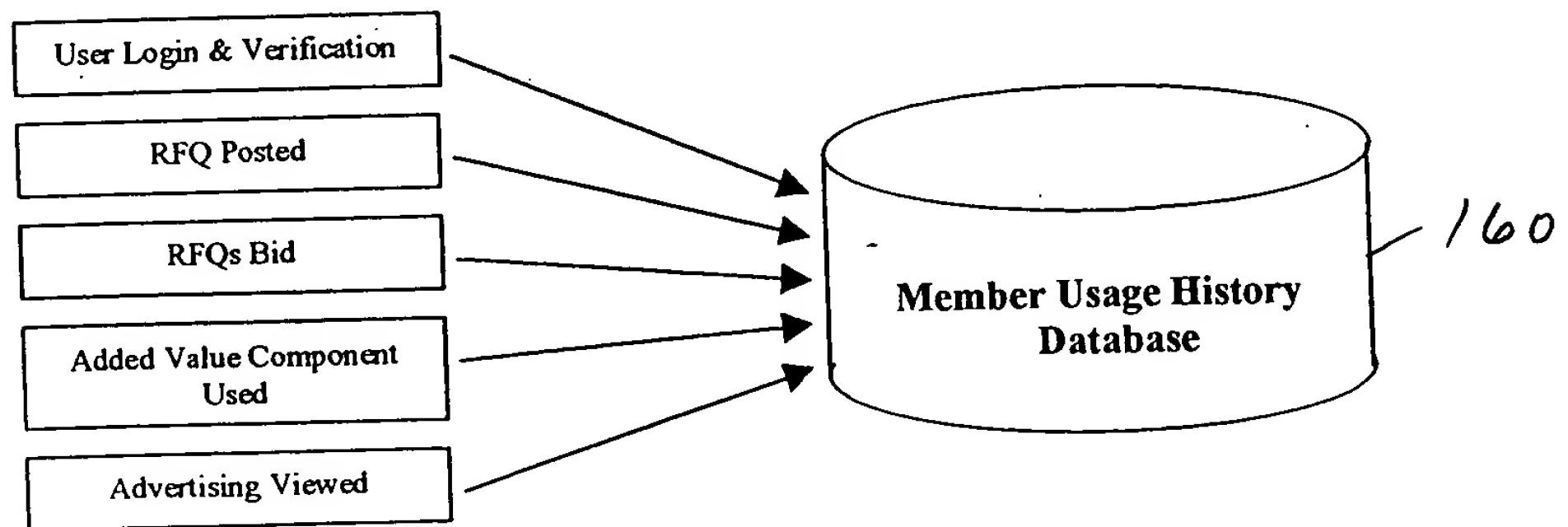


FIGURE 45

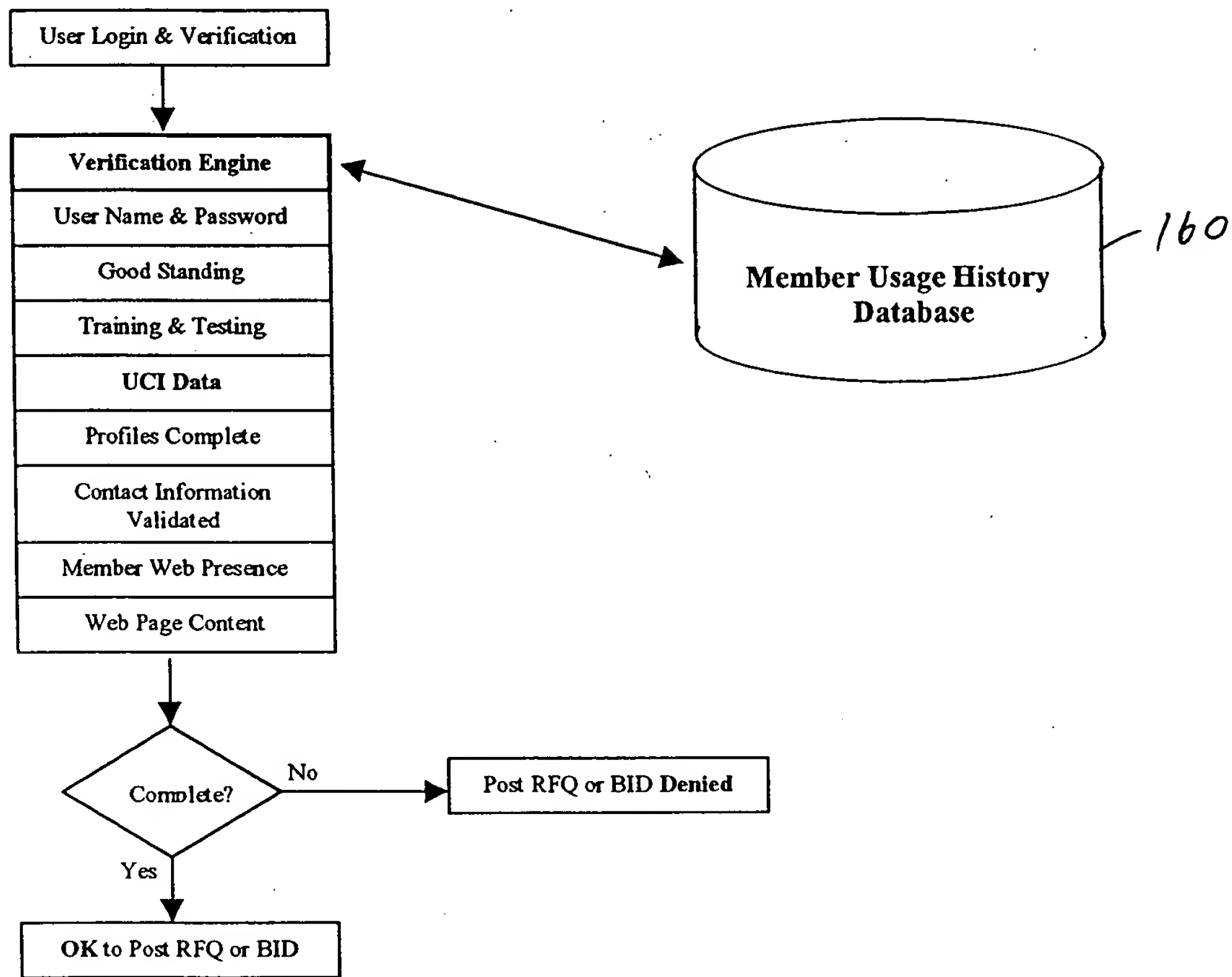


FIGURE 46

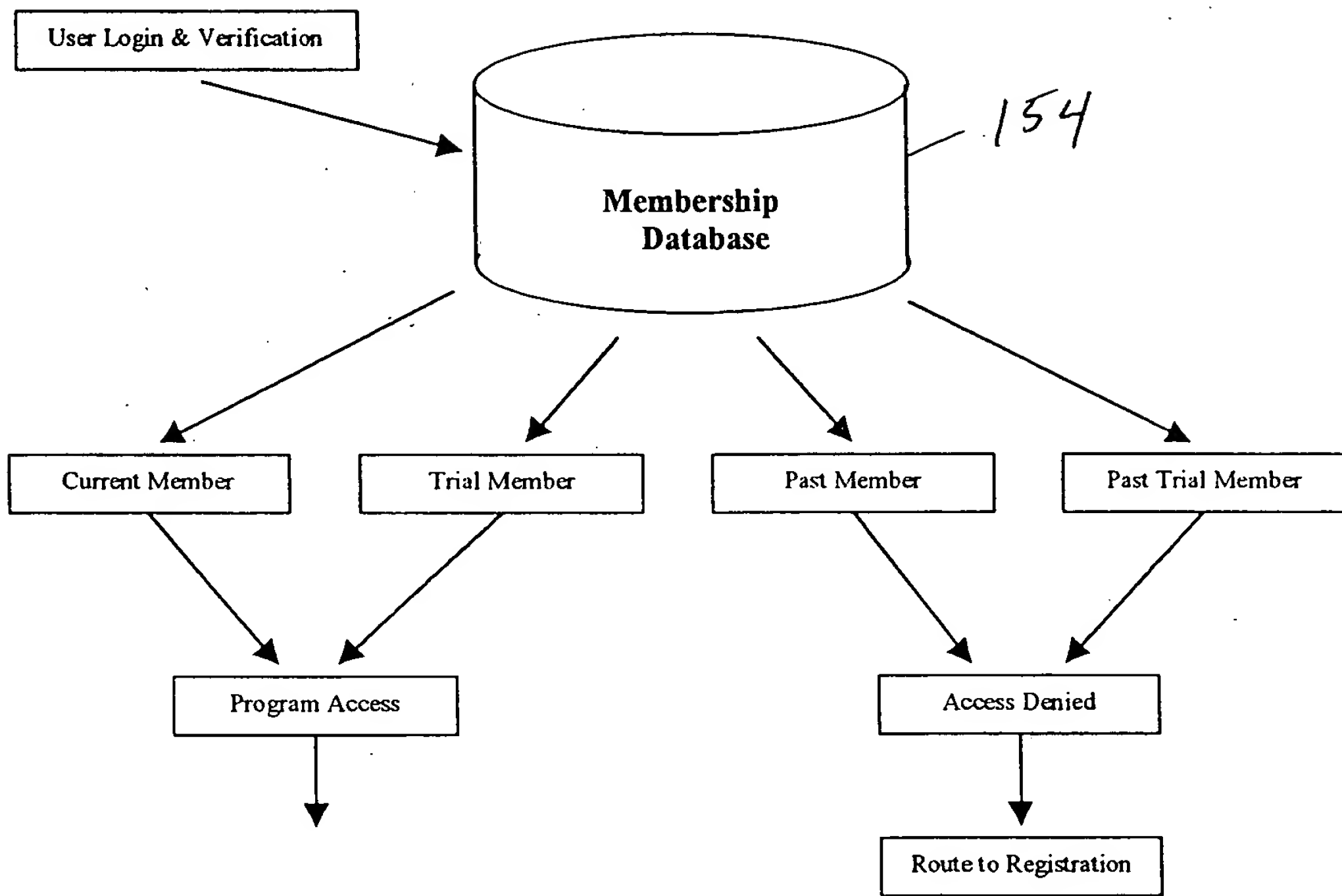


FIGURE 47